PX 165

Message

From: Breanne Madigan [@ripple.com] on behalf of Sent: 10/27/2020 7:24:12 AIVI

To: Pripple.com] @ripple.com]

Subject: Re:

Great, thanks!

VP. Head Global Institutional Markets
@ripple.com

On Oct 27, 2020 at 7:28 AM, <

Hey Monica

Just a quick update here, I discussed the following ideas with oday, which all resonated well:

- Supporting XRP yield product (-> generates yield with lease provided at cost rate and passes on to customers)
- Position XRP as preferred form of collateral for margin trading (-> customer getting a higher leverage when posting XRP as collateral)
- Bolster liquidity (growth) on their exchange (-> trading books for XRP)

The Head of Business Development will circle back with his team and we'll then explore the use cases in more detail. The first one would require them the most time (as they offer no yield product atm, just staking for Cardano) and the 2nd and 3rd one could be implemented rather quickly.

Keep you posted on this.

Best, M

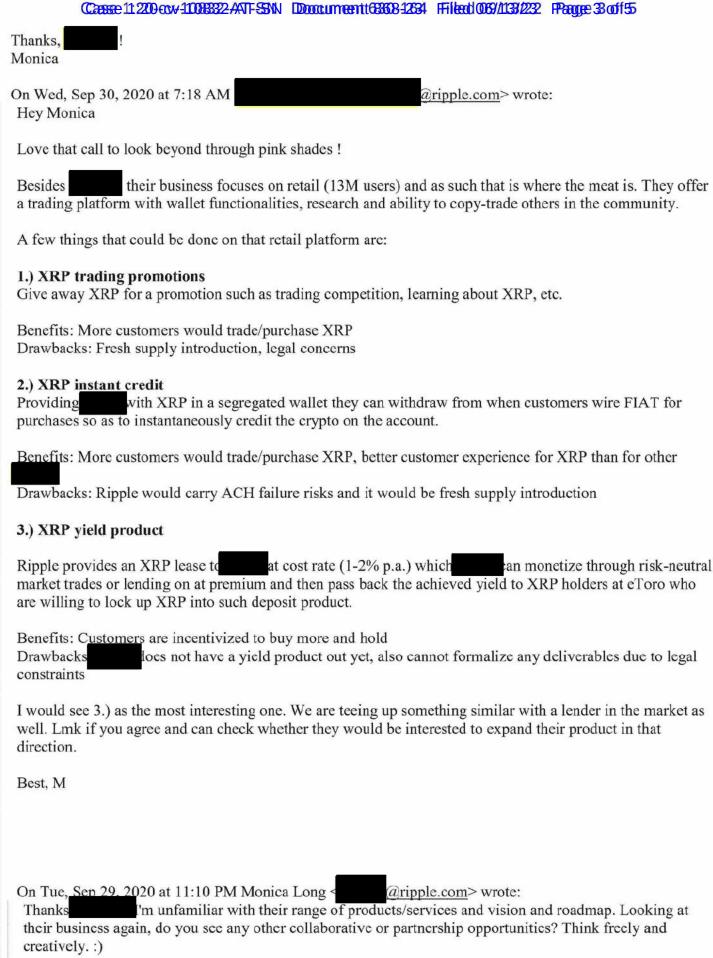
On Thu, Oct 8, 2020 at 12:11 AM Monica Long @ripple.com> wrote:

Thanks for the further ideation! I synced with Brad on this and he's happy for us to move forward exploring options with I said we'll keep him apprised.

Options 2 and 3 are worth discussing with them (option 1, I think, isn't something we'd want to do), with 3 being the most interesting, as you say.

Please go ahead and reconnect with your counterparts there. You can mention Brad had a great meeting with and is excited about other opportunities.

CONFIDENTIAL RPLI_SEC 0505983



CONFIDENTIAL RPLI SEC 0505984

Casse 11:200 cov 1008332 AVT-SNV | Domoument (63608 1264 | Filled (009/1131/222 | Phage 44 of 15 On Mon, Sep 28, 2020 at 11:49 PM @ripple.com > wrote: Hey Monica Yes. We've spoken to since summer on around 4-5 occasions. A few things we are pursuing: 1.) We discussed liquidity support and offered tech support for the launch of their institutional crypto exchange that was launched most recently. Open items/next steps: we are awaiting their Head of Biz Dev to reach out to us when timing is right for intro of Market Makers as well as discussing potentially assigning some of our MMs for liquidity support on it. -> Let me follow up with him this week to see how their progress looks like and if we can activate liq support now. 2.) Marketing Had a couple of calls with Head Marketing and Comms to see how we can collaborate. On a more general level, we offered to provide content around XRP whenever it is of value to them. We have provided a lot of content for an XRP dedicated page on their website already and also help them manage inbounds when Flare Networks (FXRP) was announced. Open items/next steps: We have pre-discussed a research piece about XRP for which I am awaiting one of their ghostwriters to reach out. I keep you posted on those and of course happy to discuss other ideas. On Tue, Sep 29, 2020 at 1:08 AM Monica Long < @ripple.com > wrote: What are your thoughts on collaborative opportunities Have you managed the relationship with with them? Brad recently caught up with their CEO and is eager to propose an opportunity back to him as follow up. Happy to discuss ideas live if easier. Thanks! Monica

Senior Director
Institutional Markets - EMEA
e: pripple.com | ripple.com

CONFIDENTIAL RPLI_SEC 0505985



Senior Director
Institutional Markets - EMEA
e: <u>@ripple.com</u> | ripple.com

⊸∦ripple

∘∛ripple

CONFIDENTIAL RPLI_SEC 0505986